

**INDIANA REAL ESTATE EDUCATION
ADVISORY COUNCIL**

March 1, 2022

1:30 p.m. (local time)

TO BE HELD THROUGH WEBEX

TO JOIN, CALL: (240) 454-0887

MEETING CODE: 610915440 OR

<https://IndianaEnhanced.Webex.com/join/PLAWebex>

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| I. | American School of Real Estate Express, LLC (SC41600004) | |
| | a. 30-hour Indiana Broker Post licensing Course | 30 hrs. |
| | b. 24-hour Indiana Managing Broker Course | 24 hrs. |
| II. | House Call Home Inspection (CE22100017) | |
| | a. New Instructor – Jeffrey Bliler (INST201031) | |
| III. | International Right of Way Association (CE10600454) | |
| | a. 2022 IRWA Eminent Domain Mock Trial | 6 hrs. |
| IV. | La Porte County Association of Realtors (CE21500006) | |
| | a. Radon 101 | 2 hrs. |
| V. | Listing Leaders Academy of Real Estate (SC42100004) | |
| | a. Indiana Broker Prelicensing Course (online) | 90 hrs. |
| | b. Indiana Broker Post Licensing Course (online) | 30 hrs. |
| | c. Indiana Managing Broker Course (online) | 24 hrs. |
| VI. | McKissock, LLC | |
| | a. Nontraditional and Alternative Finance | 3 hrs. |
| | b. Real Property Appraisals | 4 hrs. |
| | c. Handling Multiple Offers | 2 hrs. |
| VII. | National Property Inspections, Inc. (tabled from 1/6/2022) | |
| | a. Home Inspection 101 for Real Estate Professionals | 2 hrs. |
| | b. Top Ten Red Flags: Conditions to Look for While Showing a House | 2 hrs. |
| | c. Understanding Older Houses | 2 hrs. |
| | d. Exteriors Home Inspection Education for Real Estate Professionals | 2 hrs. |
| VIII. | PDH Academy (CE21600004) | |
| | a. Ownership in Real Estate (RB) | 4 hrs. |
| | b. Real Estate Mathematics (RB) | 4 hrs. |
| | c. Brokerage Management Policies (MB) | 4 hrs. |

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| IX. | Real Estate Certification Program – RECP (CE10600303) | |
| a. | The Art and Science of Winning Negotiating Strategies (RB) | 3 hrs. |
| b. | License Law for Licensees and Reciprocity (RB and MB) | 4 hrs. |
| c. | Helping Customers Understand a Smart Home | 2 hrs. |
| d. | The Code of Ethics: Our Promise of Professionalism (RB) | 3 hrs. |
| e. | Real Estate Law and Practice (RB & MB) | 4 hrs. |
| f. | Commercial Lending and Trends (RB) | 3 hrs. |
| X. | Real Estate Sales Academy (SC42100007) | |
| a. | New Location | |
| XI. | Real Estate SMART (New School) | |
| a. | Pre-licensing course | 90 hrs. |
| XII. | Southwest Indiana Association of Realtors (CE10600430) | |
| a. | Housing Conference | 3 hrs. |
| XIII. | Southern Indiana Realtors Association (CE21200049) | |
| a. | Personal Safety for Realtors | 2 hrs. |
| b. | Basics of the 1031 Exchange | 3 hrs. |
| XIV. | Troyer Real Estate School (SC00000024) | |
| a. | New Director | |
| XV. | WebCE, Inc (CE21900012) | |
| a. | New Director | |

Personal Appearances

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| A. | Dee Young – New Day Realty LLC, New Day Realty Training | |
| | New Day Realty LLC, New Day Realty Training (CE21800093) | |
| a. | Realtor Code of Ethics – Our Code to Live By (RB) | 3 hrs. |
| b. | Indiana Real Estate Instructors, Schools & Providers –
Who, What & How (INST and RB) | 4 hrs. |

Next Scheduled Meeting
May 13, 2022